## August 2017

20112, Manassas, VA

## Sold Summary

|  | Aug 2017 | Aug 2016 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 17,219,658$ | $\$ 18,031,071$ | $-4.50 \%$ |
| Avg Sold Price | $\$ 465,396$ | $\$ 450,777$ | $3.24 \%$ |
| Median Sold Price | $\$ 455,000$ | $\$ 466,075$ | $-2.38 \%$ |
| Units Sold | 37 | 40 | $-7.50 \%$ |
| Avg Days on Market | 57 | 51 | $11.76 \%$ |
| Avg List Price for Solds | $\$ 469,480$ | $\$ 455,420$ | $3.09 \%$ |
| Avg SP to OLP Ratio | $98.4 \%$ | $96.6 \%$ | $1.79 \%$ |
| Ratio of Avg SP to Avg OLP | $98.8 \%$ | $96.8 \%$ | $2.08 \%$ |
| Attached Avg Sold Price | $\$ 328,151$ | $\$ 428,552$ | $-23.43 \%$ |
| Detached Avg Sold Price | $\$ 473,239$ | $\$ 451,347$ | $4.85 \%$ |
| Attached Units Sold | 2 | 1 | $100.00 \%$ |
| Detached Units Sold | 35 | 39 | $-10.26 \%$ |

## Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

|  | Aug 2017 | Aug 2016 | \% Change |
| :--- | :---: | :---: | :---: |
| Active Listings | 112 | 135 | $-17.04 \%$ |
| New Listings | 48 | 61 | $-21.31 \%$ |
| New Under Contracts | 15 | 15 | $0.00 \%$ |
| New Contingents | 23 | 29 | $-20.69 \%$ |
| New Pendings | 38 | 44 | $-13.64 \%$ |
| All Pendings | 55 | 55 | $0.00 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 2 |
| Conventional | 26 |
| FHA | 5 |
| Other | 1 |
| Owner | 0 |
| VA | 8 |

Days on Market (Sold)

| 0 | 1 |
| :--- | :---: |
| 1 to 10 | 15 |
| 11 to 20 | 8 |
| 21 to 30 | 2 |
| 31 to 60 | 8 |
| 61 to 90 | 5 |
| 91 to 120 | 1 |
| 121 to 180 | 0 |
| 181 to 360 | 1 |
| 361 to 720 | 0 |
| $721+$ | 1 |

## Sold Detail

| Price Ranges | Residential |  |  |  |  |  | Condo/Coop | Active Listings |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 or Less BR |  | 3 BR |  | 4 or More BR |  | All <br> Attached | Residential |  | Condo/Coop <br> Attached |
|  | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH |  | Detached | Attached/TH |  |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| \$50K to \$99,999 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 3 | 0 | 1 |
| \$300K to \$399,999 | 0 | 0 | 5 | 0 | 2 | 0 | 0 | 11 | 6 | 0 |
| \$400K to \$499,999 | 0 | 0 | 2 | 1 | 12 | 0 | 0 | 26 | 6 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 7 | 0 | 0 | 29 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 1 | 0 | 5 | 0 | 0 | 23 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 1 | 0 | 8 | 2 | 26 | 0 | 0 | 99 | 12 | 1 |
| Avg Sold Price | \$96,000 | \$0 | \$421,949 | \$328,151 | \$503,529 | \$0 | \$0 |  |  |  |
| Prev Year - Avg Sold Price | \$210,000 | \$0 | \$350,710 | \$428,552 | \$495,908 | \$0 | \$0 |  |  |  |
| Avg Sold \% Change | -54.29\% | 0.00\% | 20.31\% | -23.43\% | 1.54\% | 0.00\% | 0.00\% |  |  |  |
| Prev Year - \# of Solds | 1 | 0 | 10 | 1 | 28 | 0 | 0 |  |  |  |

